



October 15, 2019

Dear valued customers,

We appreciate your partnership with Alexis Foods. As you have probably heard, the Trump Administration has placed a 25% tariff on a variety of specialty foods we currently import from the European Union. This is set to go into effect on Friday October 18<sup>th</sup> and will affect both in transport shipments via air and water. Some of the affected items include **olives and olive oil from both France and Spain, as well as imported cheeses such as Parmesan Reggiano, Romano, Grana Padano, Manchego and pork items such as Prosciutto di Parma and Mortadella**. Olive oil from Greece, France, Italy and Portugal will be spared. The impact on charcuterie items is expected to be significantly less than the cheese category; however, we do expect increases on cooked ham products.

The price increases are inevitable, but we expect them to happen slowly as we and our partners have increased our inventories in anticipation. Specialty cheeses with short shelf lives will likely see immediate increases as inventories are lower and closely monitored. Alexis Foods Sales Team will help you to navigate though the challenges of both increased prices and items affected by these new tariffs. We are happy to provide knowledge and insight to our Local and Domestic specialty items NOT affected by the trade wars. Alexis Foods will continue to provide updates as they become available.

Thank you,

The Alexis Foods Management Team